

Miriam's Promise

**FINANCIAL STATEMENTS AND  
INDEPENDENT AUDITORS' REPORT**

For the Years Ended December 31, 2009 and 2008

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**INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
Miriam's Promise  
Nashville, Tennessee

We have audited the accompanying statement of financial position of Miriam's Promise (a nonprofit organization) as of December 31, 2009, and the related statement of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of Miriam's Promise as of December 31, 2008, were audited by other auditors whose report dated October 19, 2009, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Miriam's Promise as of December 31, 2009, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

*Dempsey Vantrease & Follis PLLC*

Murfreesboro, Tennessee  
August 12, 2010

Miriam's Promise

**STATEMENTS OF FINANCIAL POSITION**

December 31, 2009 and 2008

<b>ASSETS</b>	<u>2009</u>	<u>2008</u>
Cash in banks	\$ 76,646	\$ 94,444
Accounts receivable (net allowance of \$4,265 for 2009 and \$2,500 for 2008)	28,354	47,454
Pledges receivable	3,535	3,063
Property and equipment	<u>28,906</u>	<u>42,540</u>
<b>Total Assets</b>	<u>\$ 137,441</u>	<u>\$ 187,501</u>
 <b>LIABILITIES</b>		
Accounts payable and deferred revenue	8,812	3,149
Accrued expenses	<u>34,727</u>	<u>39,055</u>
<b>Total Liabilities</b>	43,539	42,204
<b>NET ASSETS-unrestricted</b>	<u>93,902</u>	<u>145,297</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 137,441</u>	<u>\$ 187,501</u>

See accompanying notes to financial statements.

Miriam's Promise

**STATEMENTS OF ACTIVITIES**

Years Ended December 31, 2009 and 2008

	<u>2009</u>	<u>2008</u>
<b>UNRESTRICTED REVENUES AND SUPPORT</b>		
Contributions	\$ 177,378	\$ 139,473
Grants	36,010	20,000
Special event revenue	199,669	220,163
Program revenue- adoption related fees	179,033	181,841
Other	<u>156</u>	<u>3,310</u>
Total revenues	592,246	564,787
<b>EXPENSES</b>		
Program service		
Adoption expenses	261,745	246,325
Pregnancy counseling	118,961	108,055
Supporting expenses		
Management and general	89,109	127,347
Fundraising	152,626	120,457
Cost of direct benefits to donors	<u>21,200</u>	<u>24,150</u>
Total expenses	<u>643,641</u>	<u>626,334</u>
Decrease in Net Assets	(51,395)	(61,547)
Net Assets at Beginning of Year	<u>145,297</u>	<u>206,844</u>
Net Assets at End of Year	<u>\$ 93,902</u>	<u>\$ 145,297</u>

See accompanying notes to financial statements.

Miriam's Promise

**STATEMENTS OF CASH FLOWS**

Years Ended December 31, 2009 and 2008

	<u>2009</u>	<u>2008</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Decrease in net assets	\$ (51,395)	\$ (61,547)
To reconcile decrease in net assets to net cash used in operating activities		
Depreciation	15,896	17,387
(Increase) decrease in:		
Accounts receivable	19,101	(2,982)
Pledges receivable	(472)	274
Increase (decrease) in:		
Accounts payable and accrued expenses	<u>1,334</u>	<u>9,080</u>
NET CASH USED IN OPERATING ACTIVITIES	(15,536)	(37,788)
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchase of equipment and improvements	<u>(2,262)</u>	<u>(7,051)</u>
NET CASH USED IN INVESTING ACTIVITIES	<u>(2,262)</u>	<u>(7,051)</u>
<b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>	(17,798)	(44,839)
Cash and cash equivalents, beginning of year	<u>94,444</u>	<u>139,283</u>
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<u><u>\$ 76,646</u></u>	<u><u>\$ 94,444</u></u>

See accompanying notes to financial statements.

## STATEMENTS OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2009

	Program Services		Supporting Services			Direct Benefits to Donors	Total
	Adoption Services	Pregnancy Counseling	Management & General	Fundraising			
Salaries and wages	\$ 154,326	\$ 63,007	\$ 43,628	\$ 93,627	-	\$	354,588
Payroll taxes	12,173	4,970	3,441	7,385	-		27,969
Employee benefits	15,708	6,413	4,441	9,530	-		36,092
	<u>182,207</u>	<u>74,390</u>	<u>51,510</u>	<u>110,542</u>	-		<u>418,649</u>
Advertising	9,085	9,085	-	-	-		18,170
Bad debt	7,208	-	5,715	-	-		12,923
Bank charges	-	-	1,951	1,951	-		3,902
Special fundraising events	-	-	-	21,724	21,200		42,924
Contract services	482	482	1,151	-	-		2,115
Depreciation expense	3,974	3,974	5,564	2,384	-		15,896
Dues and subscriptions	449	-	331	-	-		780
Equipment rental	2,658	953	1,180	1,693	-		6,484
Family aid	8,391	5,848	-	-	-		14,239
Insurance	8,711	8,711	4,357	-	-		21,779
License and fees	107	-	-	-	-		107
Maintenance	2,302	1,151	1,151	1,151	-		5,755
Miscellaneous expense	544	544	1,087	544	-		2,719
Other	520	-	66	984	-		1,570
Postage and shipping	2,793	400	-	1,463	-		4,656
Printing and publications	782	-	1,565	1,565	-		3,912
Professional fees	8,925	-	4,806	-	-		13,731
Rent	7,764	4,494	3,272	3,882	-		19,412
Supplies	1,521	1,216	2,433	912	-		6,082
Telephone	3,098	1,124	1,392	2,037	-		7,651
Training	4,030	-	104	280	-		4,414
Travel and lodging	6,195	6,589	1,475	1,513	-		15,772
<b>TOTAL EXPENSES</b>	<u>\$ 261,746</u>	<u>\$ 118,961</u>	<u>\$ 89,109</u>	<u>\$ 152,625</u>	<u>\$ 21,200</u>	<u>\$</u>	<u>643,641</u>

See accompanying notes to financial statement.

Miriam's Promise

STATEMENTS OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2008

	Program Services		Supporting Services			Direct Benefits to Donors	Total
	Adoption Services	Pregnancy Counseling	Management & General	Fundraising			
Salaries and wages	\$ 166,233	\$ 47,839	\$ 56,549	\$ 60,369	-	\$	330,990
Payroll taxes	13,129	3,778	4,466	4,768	-		26,141
Employee benefits	14,779	4,253	5,028	5,367	-		29,427
	<u>194,141</u>	<u>55,870</u>	<u>66,043</u>	<u>70,504</u>	-		<u>386,558</u>
Advertising	8,921	8,920	-	-	-		17,841
Bad debt	2,827	-	-	3,062	-		5,889
Bank charges	-	-	2,964	-	-		2,964
Special fundraising events	-	-	-	29,770	24,150		53,920
Contract services	-	1,759	-	-	-		1,759
Depreciation expense	-	-	17,387	-	-		17,387
Dues and subscriptions	-	-	1,463	-	-		1,463
Equipment Rental	2,381	1,567	1,128	1,190	-		6,266
Family aid	-	18,825	-	-	-		18,825
Insurance	8,271	5,441	3,918	4,135	-		21,765
License and fees	-	-	372	-	-		372
Maintenance	2,588	1,702	1,226	1,294	-		6,810
Other	-	-	4,152	-	-		4,152
Postage and shipping	1,341	883	636	671	-		3,531
Printing and publications	396	260	187	198	-		1,041
Professional fees	3,926	-	14,192	-	-		18,118
Rent	6,840	4,500	3,240	3,420	-		18,000
Supplies	2,268	154	4,553	-	-		6,975
Telephone	2,890	1,901	1,369	1,445	-		7,605
Training	1,145	754	543	573	-		3,015
Travel and lodging	8,390	5,519	3,974	4,195	-		22,078
<b>TOTAL EXPENSES</b>	<u>\$ 246,325</u>	<u>\$ 108,055</u>	<u>\$ 127,347</u>	<u>\$ 120,457</u>	<u>\$ 24,150</u>	<u>\$</u>	<u>\$ 626,334</u>

See accompanying notes to financial statement.

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2009 and 2008

**NOTE A—NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES**

Nature of Activities

Miriam's Promise is a non-profit Tennessee corporation. The Organization was established as an independent entity on January 1, 2003 after spinning off from Holston Home for Children. The mission of the Organization is to counsel and assist pregnant women, birthparents, and adoptive parents as they consider and plan for the well-being of children before, during, and after birth, and to conduct such other activities related to this mission as should arise from time to time.

Basis of Accounting

The Organization prepares its financial statements on the accrual basis of accounting which recognizes revenues when earned and expenses as they are incurred.

Allowance for Doubtful Accounts

An allowance for doubtful accounts is provided based on estimated collectability of current receivables.

Contributed Services

During the year ended December 31, 2009 and 2008, the value of contributed services meeting the requirements for recognition in the financial statements was not material and has not been recorded. In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization at their fundraising activities, but these services do not meet the criteria for recognition as contributed services.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Promises to Give

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

Property and Equipment

It is the Organization's policy to capitalize property and equipment at cost. Maintenance and ordinary repairs are expensed. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor.

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2009 and 2008

**NOTE A—NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING  
POLICIES(CONTINUED)**

Financial Statement Presentation

The Organization reports information regarding its contributions, financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Restricted contributions whose restrictions are met in the period the contributions are received are reported as unrestricted contributions. Unrestricted net assets are not subject to donor-imposed stipulations.

Temporarily restricted net assets are subject to donor imposed stipulations that can be fulfilled by actions of the organization pursuant to those stipulations or that expire by the passage of time. No temporarily restricted assets were held during 2009 and 2008.

Permanently restricted net assets are subject to donor-imposed stipulations that they be maintained permanently by the organization. Generally, the donors of such assets permit the organization to use all or part of the income earned on the assets. No permanently restricted net assets were held during 2009 and 2008.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e. the donor stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassification between the applicable classes of net assets.

Designated net assets are unrestricted funds the Organization's board has designated for the purpose of establishing an endowment fund. This fund differs from restricted funds in that the designation was made by the board of the Organization. Restricted funds operate under restrictions set by those outside the Organization's board, council or administration.

Income Taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c) (3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation. Accordingly, no provision for income taxes has been made in the accompanying financial statements. At December 31, 2009, the Organization's tax returns related to fiscal years ended December 31, 2006 through December 31, 2009 remain open to examination by tax authorities.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers funds held in the operational checking accounts and the savings accounts to be cash equivalents. From time to time, cash may be held in the investment account but is not considered to be cash equivalents.

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2009 and 2008

**NOTE A—NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES(CONTINUED)**

Advertising

The costs of advertising are expenses as incurred.

Reclassifications

Certain reclassifications in the 2008 amounts were made to conform to 2009 classifications.

**NOTE B - PROMISES TO GIVE**

The amount of promises to give outstanding as of December 31, 2009 and 2008 are \$3,535 and \$3,063 respectively. All promises to give are due within one year.

**NOTE C - PROPERTY AND EQUIPMENT**

Property and equipment consist of the following as of December 31:

	<u>2009</u>	<u>2008</u>
Furniture and equipment	\$ 34,872	\$ 32,610
Leasehold improvements	<u>66,304</u>	<u>66,304</u>
	101,176	98,914
Accumulated depreciation	<u>(72,270)</u>	<u>(56,374)</u>
	<u>\$ 28,906</u>	<u>\$ 42,540</u>

Property and equipment is valued at original cost except for assets transferred from Holston Home for Children prior to 2003. Those assets have been presented at an estimated fair market value at the date transferred from Holston Home for Children. Depreciation of equipment is computed over a useful live of 5 years using the straight-line method of depreciation. Depreciation of leasehold improvements is computed over a useful life of 5 years using the straight-line method because the office space is only guaranteed for a 5 year period. Depreciation expense for 2009 and 2008 is \$15,896 and \$17,387 respectively.

**NOTES TO FINANCIAL STATEMENTS**

December 31, 2009 and 2008

**NOTE D - DESCRIPTION OF LEASING ARRANGEMENTS**

The organization leases office space from the Tulip Street United Methodist Church for \$1,500 monthly. They are not obligated under a long term lease with Tulip Street United Methodist Church. However, they have a verbal agreement to occupy the space for a minimum of five years from April 15, 2005. The organization has a right to renew the lease for five years which management expects to renew. Total rental expense for the years ended December 31, 2009 and 2008 was \$18,000 for each year.

The organization has two operating leases for office equipment of varying lengths. The final payments totaling \$3,238 are scheduled to be paid during 2010.

**NOTE E - CONCENTRATION OF RISK**

The Organization is highly dependent on revenues from adoption services as well as charitable contributions from donors in the middle Tennessee area and is thus impacted by the local economic environment.

**NOTE F- RETIREMENT PLAN**

The Organization sponsors a defined contribution IRC 403(b) plan for its employees. The plan covers substantially all employees. The Organization contributed \$18,050 in 2009 to the plan.

**NOTE G - SUBSEQUENT EVENTS**

Subsequent events have been evaluated through August 11, 2010, which is the date the financial statements were available to be issued. Based on the evaluation no significant subsequent events were noted.